

Message Text

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C O N F I D E N T I A L KUWAIT 3819

DEPARTMENT PASS COMMERCE FOR CAGNE

E.O. 11652: GDS

TAGS: BGEN, EGEN, KU

SUBJ: CHECKLIST OF MAJOR CURRENT CONTRACT POSSIBILITIES
FOR US FIRMS

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1. SEVERAL US FIRMS CURRENTLY INVOLVED WITH SERIOUS PROPOSALS IN CONNECTION WITH MAJOR PROJECTS HERE. ALTHOUGH EMBASSY HAS BEEN REPORTING ON MOST OF THESE, WE THOUGHT BRIEF CHECKLIST OF MOST IMPORTANT PENDING CIVIL CONTRACT POSSIBILITIES WOULD BE HELPFUL TO DEPARTMENT (NEA) AND COMMERCE (CAGNE). TOTAL VALUE OF CONTRACTS LIKELY TO BE OVER \$500 MILLION.

2. MOST IMPORTANT SET OF CONTRACTS WILL BE THOSE RELATED TO KUWAIT GAS UTILIZATION PROJECT (KGUP). ALREADY ENGINEERING AND EQUIPMENT CONTRACTS WORTH SOME \$100 MILLION HAVE BEEN AWARDED TO BECHTEL, G-E, CHICAGO BRIDGE, COOPER-BESSEMER, AND OTHER US FIRMS. DECISION RE MAJOR CONSTRUCTION CONTRACTS EXPECTED NEXT MONTH, AND THESE CONTRACTS COULD AMOUNT TO MORE THAN \$250 MILLION. SEVERAL US FIRMS ARE THOUGHT TO HAVE GOOD CHANCE TO BE SELECTED.

3. OTHER IMPORTANT POSSIBILITIES INCLUDE: A. ARAB FUND TRANSPORT STUDY WORTH \$20 MILLION. DELEUW, CATHER AND TWO OTHER US FIRMS WILL BE COMPETING WITH SMALL NUMBER EUROPEAN FIRMS. B. ADDITIONAL SMALL GAS TURBINE CONTRACTS WORTH \$100 MILLION.

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CURTISS-WRIGHT PRESENTLY IMPLEMENTING CONTRACT FOR FIVE

UNITS, AND IT UNDERSTANDS MINISTRY OF ELECTRICITY AND WANAR MAY DOUBLE SIZE OF CONTRACT. IN ADDITION ANOTHER FIVE UNITS MAY BE REQUIRED BY MINISTRY OF DEFENSE, AND CURTISS-WRIGHT WOULD LIKE TO SELL THESE UNITS AS WELL. C. GOK HAS DEFINITELY SELECTED PERINI CONSTRUCTION COMPANY TO BUILD \$65 MILLION FAHAHEEL HOSPITAL AND FINAL DETAILS ARE BEING TAKEN CARE OF NOW. CONTRACT EXPECTED TO BE SIGNED NEXT MONTH. D. DISCUSSIONS BETWEEN GOK AND REYNOLDS METALS ARE TO TAKE PLACE SOON. MAJOR ALUMINUM SMELTER PROJECT WORTH OVER \$100 MILLION EXPECTED TO BE SUBJECT. D. BOTH HOLIDAY INNS AND INTERCONTINENTAL HOTELS COMPANY ARE IN POSITION TO ENTER SERIOUS DISCUSSIONS WITH LOCAL INTERESTS TO BUILD AT LEAST TWO NEW HOTELS HERE. RECENT ISSUING OF LICENSES BY GOK SHOULD RESULT IN FORWARD MOVEMENT, AND REPRESENTATIVES OF BOTH HOTEL COMPANIES EXPECTED HERE SHORTLY. F. NATIONAL HOUSING AUTHORITY GRADUALLY PICKING UP STEAM AS IT BEGINS TO IMPLEMENT BILLION DOLLAR HOUSING PROGRAM. SERIOUS DISCUSSIONS UNDERWAY WITH STRESSCON REGARDING ESTABLISHMENT BUILDING SYSTEMS INDUSTRIAL FACILITY HERE. IF SUCCESSFUL, STRESSCON COULD WIN \$20 MILLION CONTRACT.

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4. IN ADDITION TO THESE CONTRACTS LOCKHEED HAS VARIOUS INTERNAL SECURITY PROPOSALS BEFORE MINISTRY OF INTERIOR WHICH CURRENTLY BEING REVIEWED. LOCKHEED PACKAGE IS COMPLEX AND HAS BEEN UNDER DISCUSSION FOR OVER TWO YEARS. MINISTER OF INTERIOR WANTS MATTER TREATED AS CONFIDENTIAL. DISCUSSIONS EXPECTED TO RESUME AFTER RAMADHAN AND DEPENDING ON FINAL SCOPE OF WORK AGREED UPON, CONTRACT COULD BE WORTH \$65-70 MILLION.

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5. COMMENT: EMBASSY, OF COURSE, WILL FOLLOW THESE MAJOR CONTRACT DISCUSSIONS CLOSELY AND WILL REPORT ON SIGNIFICANT DEVELOPEMENTS. STOLTZFUS
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